

December 24, 1973  
Priced December 18

VOL. IV, No. 24

## MARKET AND STATISTICAL ISSUE

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## REIT YIELDS: THEY'RE A LOT BETTER COVERED THAN WALL STREET BELIEVES

REIT share yields have now risen to 13½% overall, highest reading ever in our monthly market surveys and consequently the lowest prices ever. There's a Henny-Penny air about Wall Street which stops just short of predicting that real estate trusts will dry up and blow away. The well-advertised major problems of a few REITs (*Associated Mortgage, Cameron-Brown Investment, Fidelity Mortgage, Galbreath Mortgage, Mortgage Trust of America*) and smaller problems in other REITs have caused many to leap to the conclusion that all REITs are on the verge of cutting their dividends and hence estimated yields are fictitious.

As indicated last issue, many prices are strictly technical market reactions: market makers and specialists have committed all their capital and thus cannot make orderly markets. The depressed REITs are a natural target for year-end tax loss selling and switching, some inspired by brokers seeking year-end commissions.

In these times investors must keep their cool and take advantage of market reactions to either upgrade their portfolios or average down in the good REITs they own to take advantage of the current high yields. The key question in such a decision is whether dividends will be maintained at or near current levels for any trust you hold.

Since we estimate yields by annualizing the latest quarter, dividend maintenance is crucial. No one can answer with 100% assurance but you should know that there are 50 large REITs which have increased or held their dividends during 1973, the most difficult economic environment ever faced by the REITs because of rising short-term money rates and falling supply of permanent mortgage money. The pressures have been far greater on the short-term mortgage trusts and we have been advising for several weeks now to concentrate on equity trusts where exposure and risk is far smaller. Our observations: Conclusion No. 1: Dividends are far better protected for pure equity trusts and slightly less so for equity and mortgage combination trusts. Conclusion No. 2: Long-term mortgage trusts are vulnerable to the extent they are leveraged with interest-rate sensitive short-term debt, since their money costs can rise so much faster than portfolio yields. Conclusion No. 3: There are numerous short-term mortgage REITs which have maintained earnings and dividends through 1973 and this demonstrated expertise should qualify them for consideration for new or additional purchases. The fact is

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PUBLISHED TWICE MONTHLY ON THE SECOND AND FOURTH FRIDAYS SUBSCRIPTION \$84 ANNUALLY SINGLE COPY \$5 GROUP RATES ON REQUEST

that REITs are being priced as commodities just at the time when wide divergences in records under tough circumstances are emerging.

As a starting point in selection we list below the REITs which have reported stable or increasing dividends for quarters ending in September, October or November. This is a tough screen, since it covers the period when money rates peaked and the tally excludes trusts like Chase Manhattan and Cont. Illinois Properties which have not yet reported October or November quarters. While a good record does not guarantee continued good results, the list provides an excellent starting point when used in connection with recent reviews. The list, showing latest quarterly dividend and percentage change from year earlier payouts, includes 26 short-term mortgage trusts, 14 intermediate and long-term mortgage trusts, and 10 trusts from various equity groups, as follows:

Trust	Last Q & Div.	% Chng.	Trust	Last Q & Div.	% Chng.	Trust	Last Q & Div.	% Chng.
<u>Short-term mortgage (26)</u>			<u>Justice Mtg. Sep.-0.74 +60.9%</u>			<u>HNC Mtg. Oct.-0.54 +17.4%</u>		
Amer.Fletcher Oct.-0.70 +4.5%			Lomas & Net. Sep.-0.98 8.9			Mtg.Grow.Inv. Nov.-0.30 11.1		
Baird&Warner Oct.-0.49 4.3			Midland Mtg. Dec.-0.43 NC			NW Financial Sep.-0.53 82.8		
Barnett Mtg. Sep.-0.70 11.1			Mtg.In.Wash. Sep.-0.44 12.8			NW Mut.Life Sep.-0.49 11.4		
Benef.Std.Mtg.Oct.-0.77 18.5			Nat.Mtg.Fund Nov.-0.37 5.7			Realty ReFund Oct.-0.58 9.4		
Bldr.Inv.Gr. Sep.-1.02 61.9			No.Amer.Mtg. Sep.-0.64 1.6			R1.&Mtg.Pac. Nov.-0.45 9.8		
Capital Mtg. Sep.-0.69 11.3			Republic Mt. Sep.-0.45 NC			<u>Equity groups (10)</u>		
Citizens Mtg. Dec.-0.43 7.5			Texas Fir.Mt.Sep.-0.56 27.3			Cabot Land Nov.-0.63 16.7		
Cit.&So. Rlty.Sep.-0.82 20.6			Tri-South M. Sep.-0.76 16.9			First Union Oct.-0.24 4.3		
Colwell Mtg. Sep.-0.80 14.3			<u>Inter. &amp; Long-term Mtg.(14)</u>			General Grow. Dec.-0.25 25.0		
Cont.Ill.Rlty.Sep.-0.47 17.5			Alison Mtg. Oct.-0.77 5.5			Hubbard RE Oct.-0.39 2.6		
First of Denv.Sep.-0.68 38.8			BankAmer.R1. Oct.-0.50 NC			ICM Realty Nov.-0.51 13.3		
First Wis.Mtg.Sep.-1.05 31.3			Barnett-Win. Sep.-0.50 150.0i			Indiana Mtg. Sep.-0.43 43.3i		
Grt.Amer.Mtg. Oct.-0.91 26.4			CleveTrust Sep.-0.45 9.8			Saul(B.F) Sep.-0.39 5.4		
Guardian Mtg. Nov.-1.08 8.0			ConnGen.Mtg. Nov.-0.44 NC			REIT Amer. Nov.-0.35 NC		
Hamilton Inv. Sep.-0.52 30.0			Cousins M&E Nov.-0.62 14.8			U.S. Lsg. RE Sep.-0.46 7.0		
Heitman Mtg. Sep.-0.42 31.3			Equit.Life Oct.-0.56 5.7			U.S. Rlt.Inv. Sep.-0.34 NC		
IDS Realty Oct.-0.73 46.0			Gulf Mtg.&R1.Nov.-0.47 20.5					

NC-No change. i-Compared to initial dividend, increasing percentage.

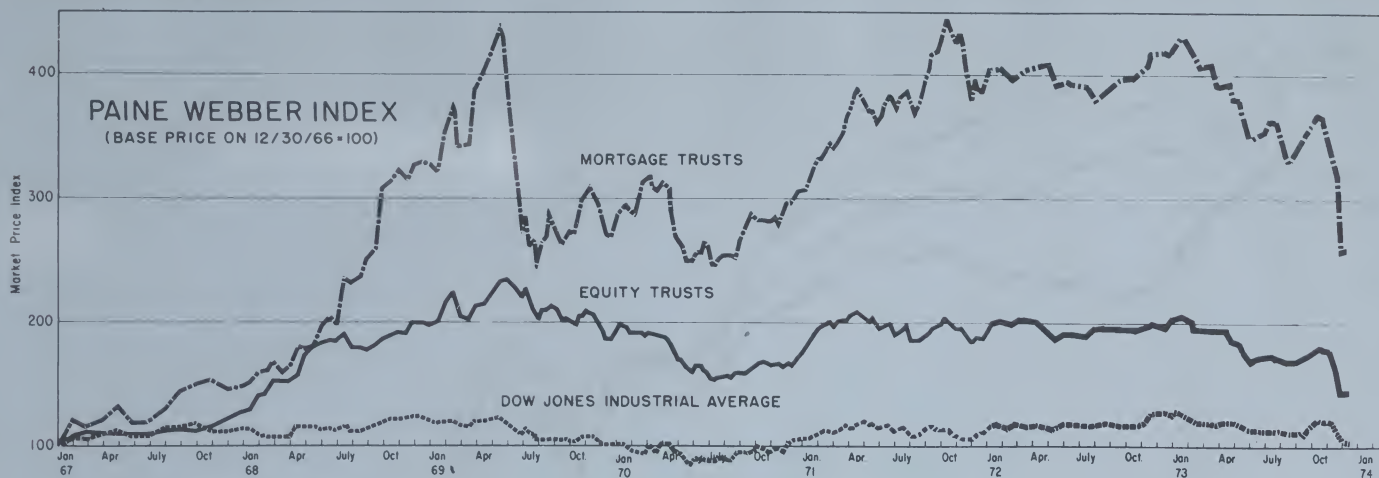
On page 3 we present another new aid to selection in the form of more comprehensive rankings of the many variables covered in Comparative Trust Statistics. In addition to the usual listing of price gainers and losers, we rank the 10 highest and lowest yielding trusts this issue. Other variables will be ranked in forthcoming issues. Not surprising, ranking of trusts by yields produces roughly an index of quality and assurance.

#### COMPARATIVE TRUST GROUP AVERAGES 12/19/73

GROUP	SHARE N (000)	BOOK VALUE	EST DIV*	EARN ANN*	LAST PRICE	% CHNG	P/E RATIO	EST* YIELD	% PR TO BK	RETURN ON BK	MARKET VALUE
EQUITY TRUSTS	21	1734	14.31	1.25	1.32	10.56	-12.4	8.0	11.8	-26.2	420.6
EQUITY AND MORTGAGE COMBIN	18	1683	13.42	1.37	1.37	10.43	-11.5	7.6	13.2	-22.3	315.3
SUBORDINATED LAND TRUSTS	3	2687	18.16	2.03	2.05	18.46	-4.8	9.0	11.0	1.7	155.6
*AVERAGE 3 EQUITY GROUPS	42	1780	14.20	1.36	1.39	11.07	-11.2	7.9	12.3	-22.0	891.5
SHORT-TERM MTG-INDEPENDENT	6	5385	15.46	1.69	1.70	11.23	-17.7	6.6	15.1	-27.3	301.0
SHORT-TERM MTG-MTG BANKER	25	1943	17.87	2.19	2.21	14.70	-16.6	6.7	14.9	-17.8	776.0
SHORT-TERM MTG-COMCL BANK	17	2332	21.84	2.40	2.44	18.53	-15.1	7.6	13.0	-15.1	815.3
SHORT-TERM-MISC FINCL	10	2687	19.20	2.32	2.72	16.36	-17.4	6.0	14.2	-14.8	14.2
*AVERAGE 4 SHORT-TERM GROUPS	58	2542	19.01	2.22	2.31	15.75	-16.3	6.8	14.1	-17.2	2336.9
INTERMEDIATE-TERM MORTGAGES	6	3387	18.71	2.14	2.17	13.94	-18.4	6.4	15.4	-25.5	11.6
LONG-TERM MTG & EQUITIES	25	3002	18.64	1.88	1.84	14.54	-15.6	7.9	12.9	-22.0	9.9
*AVERAGE LONG & INTERMEDIATE	31	3076	18.65	1.93	1.90	14.42	-16.2	7.6	13.4	-22.7	10.2
OVERALL AVERAGE	131	2424	17.38	1.88	1.92	13.94	-15.0	7.3	13.5	-19.8	11.1
DOW-JONES INDUSTRIAL AVERAGE					82.09	829.49	-3.8	10.1	4.3		

\*Estimated by annualizing latest quarter.





The lowest yields belong mostly to equity types. Age has provided stature and market regard for some even when slow growing: *Hubbard* and *REIT of Amer.* Naturally, high growth expectations are a predominant factor accounting for *General Growth* and *Cabot Land*. Highest yields reflect risky lending and uncertainty of dividend maintenance. An example of the former is *Diversified Mortgage* in recreational lending where uncertainty has been compounded by gasoline shortages. Many high yielders are cut candidates: *Independence Mtg.*, *First Mortgage*, *American Century Mtg.*, and *Gulf South Mtg. Builders Inv. Group* may not belong at the extreme end of the yield scale.

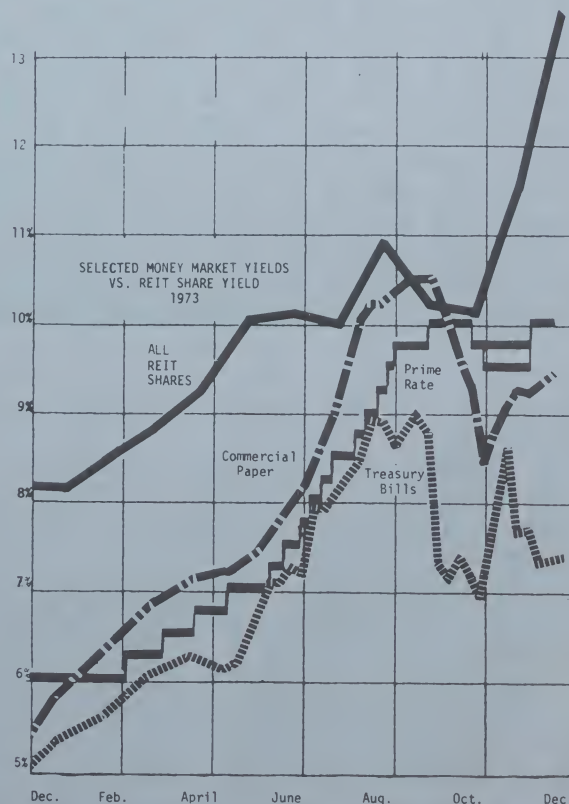
By monthly price change, equity orientation was most helpful even for obscure trusts. *Investors Realty* was by far the standout, benefitting from indefinite postponement of a proposed share offering. The biggest losers were essentially problem situations except for *Mortgage Growth*, which fell 41.7% on no news and continuation of its dividend and earnings record. Its inclusion on the list on Page 2 qualifies it for purchase consideration.

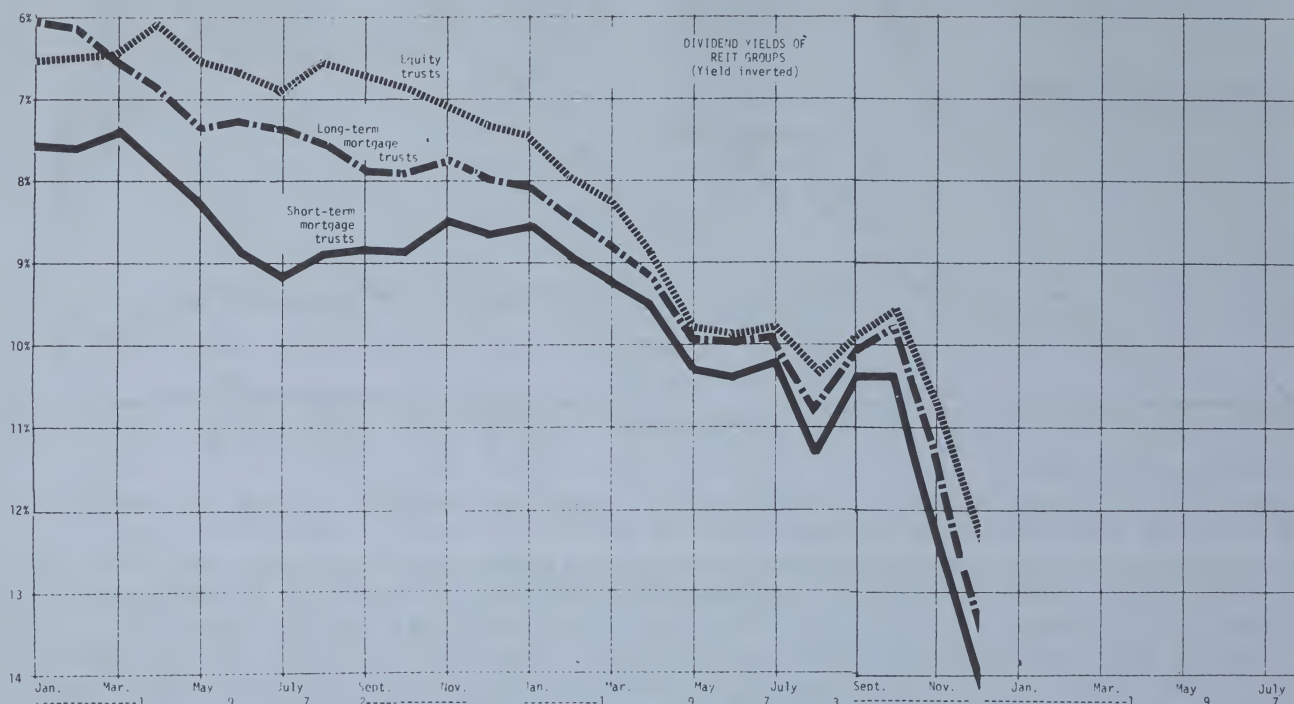
#### Month's Biggest Gainers & Losers - %

INVESTOR RL#	9.1	PALOMAR MTG	-29.0
GENERAL GRO#	0.8	DIVERSIFD MI	-29.8
CABOT LAND	0.5	CAMERON-BRWN	-29.9
NATIONAL MTG	0.0	HOSPITAL MTG	-30.9
RIVIERE RLY#	0.0	GALBREATH FM	-31.9
SUMMIT PROP#	0.0	FIRST MTG IN	-33.0
WESTERN MI	-0.4	MUTUAL REIT#	-33.3
CON GEN M&R#	-0.7	INDEPEND MTG	-37.5
NOWSTRN MUTL	-2.1	MTG GROWTH I	-41.7
CHASE MAN MT	-3.2	FIDELITY MI	-47.5

#### Highest & Lowest Yields - %

INDEPEND MTG	31.0	PENN REIT #	9.7
PALOMAR MTG	21.5	FIRST UNION#	9.6
FIRST MTG IN	20.9	CABOT LAND	9.5
TMC MTG INV	19.0	REIT OF AMER	9.2
SECURITY MTG	18.7	BANKAM RLTY	9.1
BUILDERS INV	18.4	WASH REIT #	9.1
AMER CENTURY	18.2	HUBBARD REI	9.0
DIVERSIFD MI	18.1	NOWSTRN MUTL	8.9
GULF SO MTG	17.7	DENVER REI *	8.9
ARLEN PROP #	17.7	GENERAL GRO#	7.0





### DIVIDENDS FALL FOR SECOND CONSECUTIVE MONTH AS FIDELITY MORTGAGE OMITTS PAYOUT

*Fidelity Mortgage's* omission of its quarterly dividend, vs. an \$0.88 payout in the previous quarter, threw our monthly tally of dividends into negative territory for the second month running. The annualized decline of 18.2% is the highest since tallies began two years ago. Fidelity omitted its dividend when it became apparent that earnings for its October 1973 fiscal year would be lower than 9-month reported net, the result of a year-end decision to end interest accruals on some properties for which income had previously been reported. Fidelity halted accruals on about \$25 million of loans, or about 11% of holdings. All loans are on completed properties in Texas and California, where shortages of permanent mortgages are slowing sales and rentals. Nearly all are on residential projects.

Other decliners are *Atlanta National RE.*, blamed on an Orlando area motel loan; *Continental Mortgage*, resulting from dilution when debentures were converted into shares; *Fidelco Growth*, with no stated reason although a new president of the adviser was named.

Largest gainers were *Guardian Mtg.* and *First Continental RE*, both boosting payouts after smaller dividends from share offerings. Our tally:

-----Change from previous quarter-----					
	Up	Same	Down	Tot.	% Ann.Chng.
December	16	13	9	38	-18.2%
12 months	252	121	78	451	--
-----Change from previous year-----					
December	22	3	12	37	- 3.6%
12 months	291	54	93	438	--

Sharp Nov. quarter earnings declines at *Palomar*, from \$0.41 to \$0.12, and *U.S. BanTrust*, \$0.54 to \$0.40, signal cuts.

	Record date	-Dividend per share- Latest	Previous	--Net Change-- Amt.	%	Extra	Year ago
Alison Mtg.	12/10	\$ 0.77	\$ 0.76	+01	+ 1.3	---	0.73
Atlanta Nat'l. RE	12/28	0.47	0.50	-03	- 6.0	---	0.38
Berg Ent. Rlty.	12/31	0.23	0.21	+02	+ 9.5	---	NO
C.I. Mortgage	12/14	0.15M	0.15	--	NC	---	0.19
Citizens Mtg.	1/4	0.43	0.43	--	NC	---	0.40
Conn.Gen.Mtg.	12/28	0.44	0.44	--	NC	---	0.44
Continental Mtg.	1/15	0.25	0.28	-03	-10.7	---	0.27
Cousins Mtg. & Eq.	12/21	0.62	0.61	+01	+ 1.6	---	0.54
Diversified Mtg.	1/10	0.68	0.73	-05	- 6.8	---	0.70
Fidelco Growth	12/27	0.72a	0.83	-11	-13.3	---	0.86
Fidelity Mtg.	Omitted	0.00	0.88	-88	-100.0	---	0.82
First Continental RE	12/31	0.34	0.30	+04	+13.3	---	0.32
First Memphis Rlty.	12/27	0.47a	0.50	-03	- 6.0	---	0.46+02 ex
Florida Gulf Rlty.	12/6	0.39	0.39	--	NC	---	NO
Franklin M&R	12/20	0.12	0.12	--	NC	---	0.19
General Growth	12/28	0.25	0.23	+02	+ 8.7	---	0.20
Great American Mtg.	12/28	0.31M	0.305	+005	+ 1.6	---	0.25
Guardian Mtg.	12/28	1.08	0.96	+12	+12.5	---	1.00
Hanover Sq. Rlty.	12/28	0.57	0.55	+02	+ 3.6	---	0.30*
Heitman Mtg.	12/10	0.42	0.39	+03	+ 7.7	---	0.32
Hospital Mtg.	1/19	0.52	0.55	-03	- 5.5	---	0.50
Hubbard Mtg.	12/27	0.39	0.39	--	NC	---	0.38
ICH Realty	12/24	0.51	0.48	+03	+ 6.3	---	0.45
Institutional Investors	12/10	0.36	0.35	+01	+ 2.9	---	0.40
M&T Mortgage	12/28	0.29	0.30	-01	- 3.3	---	0.29
MassMutual M&R	12/14	0.48	0.46	+02	+ 4.3	---	0.50
Midland Mtg.	12/31	0.43	0.43	--	NC	---	0.45
Mortgage Growth	12/31	0.30	0.30	--	NC	---	0.27
Nat'l. Trust of America	1/14	0.31	0.30	+01	+ 3.3	---	0.58
National Mtg. Fund	12/28	0.37	0.37	--	NC	---	0.35
Northern States M&R	12/17	0.26	0.26	--	NC	---	0.25
(formerly Income M&R)							
Northstn. Mut. Life M&R	12/21	0.51	0.49	+02	+ 4.1	---	0.46
Old Stone Mtg.	12/28	0.32	0.32	--	NC	---	0.30
Pennsylvania REIT	1/31	0.575S	0.55	+025	+ 4.5	---	0.50
Rlty. & Mtg. Pacific	12/31	0.45	0.44	+01	+ 2.3	---	0.41
Summit Properties	12/31	0.275	0.275	--	NC	---	0.25
Unionamerica Mtg.	12/26	0.57a	0.58	-01	- 1.7	---	0.58
Wachovia Rlty.	1/4	0.60	0.60	--	NC	---	0.66
Western Mtg.	12/7	0.22	0.21	+01	+ 4.8	---	0.19
Wisconsin REIT	12/21	0.225	0.225	--	NC	---	0.22
Total (38 Trusts)b		\$16.215	\$16.99	-\$0.775	- 4.6		

Actual Payment with uncertain amounts at Declaration

Mortgage Inv. Wash	10/31	0.438e	0.419	+0.019	+ 4.5	---	0.388
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a-On shares when declared, may be lower if additional shares are out by ex-dividend dates.  
b-Excludes initial, monthly and extra declaration. e-Actual amount on shares out. NC-No change.  
M-Monthly. NO-No operations. S-Semi-annual. \*-Initial. Trusts with reduced dividend underlined.



	EXCH/ SYMBOL	SHARE (000)	BOOK VALUE	EST DIV*	EARNINGS MON ANN*	LAST PRICE	% CHNG	P/E RATIO	EST* YIELD	% PR TO BK	RET ON BK	MKT VA (MIL\$)
EQUITY TRUSTS												
ARLEN PROP #	O-ARLNS	1012	14.37	1.64	SEP 1.68	9.25	-17.8	5.5	17.7	-35.6	11.7	9.4
C I REALTY #	N-CIX	2609	22.52	1.20	AUG 0.60	8.25	-10.8	13.8	14.5	-63.4	2.7	21.5
CITIZENS GR#	O-CITGS	811	18.55	1.68	JUL 1.80	12.00	-8.6	6.7	14.0	-35.3	9.7	9.7
CON ILL PRO#	N-CIE	4808	23.59	1.44	JUL 1.44	11.75	-23.0	8.2	12.3	-50.2	6.1	56.5
DENVER REI #	O-DENV	1091	9.46	0.60	SEP 1.44	6.75	-8.5	4.7	8.9	-28.6	15.2	7.4
FLORIDA GLF#	O-FGLFS	975	18.25	1.56	JUL 1.64	13.25X	-16.1	8.1	11.8	-27.4	9.0	12.9
FST FIDELTY#	O-FFITS	866	12.00	0.64	MAY 0.45	4.00	-20.0	8.9	16.0	-66.7	3.7	3.5
GENERAL GRO#	N-GGP	5554	6.91	1.00	SEP 1.04	14.25	0.8	13.7	7.0	106.2	15.1	79.1
GIT REALTY#	A-GIM	1095	9.45	1.20	SEP 1.34	7.63	-14.1	5.7	15.7	-19.3	14.2	8.4
GOULD INVST#	A-GTR	1179	7.79	0.92	SEP 1.21	8.00X	-5.9	6.6	11.5	2.7	15.5	9.4
GREIT RLY#	A-GRT	998	14.26	1.20	JUL 1.72	7.88	-20.2	4.6	15.2	-44.7	12.1	7.9
HUBBARD REI	N-HRE	4004	23.41	1.56	OCT 1.59	17.38	-3.4	10.9	9.0	-25.8	6.8	69.6
JMB REALTY#	O-JMBRS	510	18.27	2.00	MAY 1.84	14.00	-18.8	7.6	14.3	-23.4	10.1	7.1
MUTUAL REIT#	O-MUTRS	1433	6.90	0.15	JUN 0.11	1.50	-33.3	13.6	10.0	-78.3	1.6	2.1
NEW PLAN RLY	O-NPLNS	665	11.71	1.68	OCT 2.04	12.50	-17.4	6.1	13.4	6.7	17.4	8.3
PENN REIT #	A-PEI	1503	10.92	1.15	AUG 1.64	11.88	-4.0	7.2	9.7	8.8	15.0	17.9
REIT OF AMER	A-REI	1633	21.32	1.40	AUG 1.48	15.25	-12.9	10.3	9.2	-28.5	6.9	24.9
SUMMIT PROP#	O-SMMTS	1433	9.97	1.25	JUL 1.20	12.00	0.0	10.0	10.4	20.4	12.0	17.2
US LSG REI #	A-USE	1348	21.72	1.84	SEP 1.88	13.25	-20.3	7.0	13.9	-39.0	8.7	17.9
WASH REIT #	A-WRE	1372	10.23	1.20	MAR 1.24	13.25X	-9.7	10.7	9.1	29.5	12.1	18.2
WISC REI FD#	O-WREI	1514	8.81	0.90	SEP 0.24	7.75X	-13.8	32.3	11.6	-12.0	2.7	11.7
GROUP AVERAGE		1734	14.31	1.25		10.56	-12.4	8.0	11.8	-26.2	9.2	420.6
EQUITY AND MORTGAGE COMBINATION TRUSTS												
AMER REALTY#	A-ARB	2143	7.96	1.00	MAR 0.92	7.88X	-14.4	8.6	12.7	-1.0	11.6	16.9
BERG ENT RG	A-BRT	1400	9.19	0.92	NOV 0.92	5.25	-10.7	5.7	17.5	-42.9	10.0	7.3
FIRST UNION#	N-FUR	3717	10.00	0.96	OCT 1.32	10.00	-10.2	7.6	9.6	0.0	13.2	37.2
FLATLEY RLT	O-FLTLS	1000	9.23	0.93	SEP 0.96	7.00	-6.7	7.3	13.3	-24.2	10.4	7.0
FRANKLIN RLY	A-FR	998	10.07	0.48	SEP 0.48	4.50X	-12.0	9.4	10.7	-55.3	4.8	4.5
INCOME MTG#	O-INMRS	1023	8.08	1.04	SEP 0.69	6.50X	-26.9	9.4	16.0	-19.6	8.5	6.6
INDIANA M&R#	O-INDMS	1154	18.74	1.72	SEP 1.88	13.50	-14.3	7.2	12.7	-28.0	10.0	15.6
INVESTOR RL#	A-IRT	1579	12.36	1.40	AUG 1.44	12.00	9.1	8.3	11.7	-2.9	11.7	18.9
LINCOLN MTG#	O-LNMGS	1155	9.27	0.68	SEP 0.76	3.88	-22.4	5.1	17.5	-58.1	8.2	4.5
MILLER HEN S	O-HSMTS	560	18.37	1.36	AUG 1.36	11.50	-11.5	8.5	11.8	-37.4	7.4	6.4
NJB PRIME	A-NJB	1250	19.88	2.56	AUG 2.52	14.88	-20.6	5.9	17.2	-25.2	12.7	18.6
PEASE ELLIMN	A-PNE	1114	18.39	1.80	SEP 1.80	12.00	-16.6	6.7	15.0	-34.7	9.8	13.4
RIVIERE RLY#	O-RIVI6	783	9.24	0.96	JUN 0.81	9.50	0.0	11.7	10.1	2.8	8.8	7.4
RLTY INCOME	A-RIT	1516	14.35	1.70	OCT 1.72	13.50X	-4.0	7.8	12.6	-5.9	12.0	20.5
SAUL (BF)REI	N-BFS	5651	15.22	1.56	SEP 1.40	11.50	-11.5	8.2	13.6	-24.4	9.2	65.0
US BANCORP #	A-UBT	821	23.64	2.52	AUG 2.72	23.00	-5.2	8.5	11.0	-2.7	11.5	18.9
US REALTY #	N-UTY	3388	9.55	1.36	SEP 1.14	10.38X	-6.8	9.1	13.1	8.7	11.9	35.2
WALTER JIM #	O-WALJS	1035	17.99	1.80	OCT 1.88	11.00X	-23.7	5.9	16.4	-38.9	10.5	11.4
GROUP AVERAGE		1683	13.42	1.37		10.43	-11.5	7.6	13.2	-22.3	10.2	315.3
SUBORDINATED LAND TRUSTS												
CABOT LAND	N-CFT	2984	19.92	2.52	NOV 2.60	26.63	0.5	10.2	9.5	33.7	13.1	79.5
ICM REALTY	A-ICM	3011	20.81	2.04	NOV 2.04	17.75X	-3.3	8.7	11.5	-14.7	9.8	53.4
PROPERTY CAP	A-PCL	2065	13.75	1.52	OCT 1.52	11.00X	-17.2	7.2	13.8	-20.0	11.1	22.7
GROUP AVERAGE		2687	18.16	2.03		18.46	-4.8	9.0	11.0	1.7	11.3	155.6
SHORT-TERM MTG-MTG BANKER												
ATICO MTG IN	N-ACO	2702	17.86	2.00	OCT 2.08	12.63	-15.8	6.1	15.8	-29.3	11.6	34.1
BAIRD & WARNR	O-BAIDS	1032	19.55	2.03	OCT 1.88	14.00	-13.2	7.4	14.5	-28.4	9.6	14.4
BARNES MTG	O-BARNS	1910	18.73	1.82	SEP 1.82	11.00	-26.7	6.0	16.5	-41.3	9.7	21.0
CENTRAL MTG	O-CMRTS	775	18.22	2.12	SEP 2.20	16.75	-5.6	7.6	12.7	-8.1	12.1	13.0
COLWELL MTG	N-CLM	2001	21.90	3.20	SEP 3.48	21.75	-19.4	6.3	14.7	-0.7	15.9	43.5
FIRST CONTNL	O-FCRES	2106	10.38	1.36	NOV 1.40	8.75	-10.3	6.3	15.5	-15.7	13.5	18.4
FRASER MTG I	O-FRASS	1038	16.93	1.92	NOV 1.60	11.00	-27.9	6.9	17.5	-35.0	9.5	11.4
GALBREATH FM	O-GALBS	1047	24.65	0.80	SEP 0.80	8.00	-31.9	10.0	10.0	-67.5	3.2	8.4
GUARDIAN MI	N-GMI	2996	28.74	4.32	NOV 4.56	28.25	-14.7	6.2	15.3	-1.7	15.9	84.6
GULF SO MTG	A-GSR	1161	18.73	2.24	SEP 2.24	12.63	-20.5	5.6	17.7	-32.6	12.0	14.7
HAMILTON INV	O-HAMTS	2095	18.70	2.08	SEP 2.12	14.75	-12.6	7.0	14.1	-21.1	11.3	30.9
HEITMAN MTG	A-HTM	3228	11.85	1.68	SEP 1.64	9.88X	-16.8	6.0	17.0	-16.6	13.8	31.9
JUSTICE MTG	N-JMT	1105	18.34	2.96	SEP 2.96	21.00	-10.2	7.1	14.1	14.5	16.1	23.2
KMC MTG IN	O-KMTGS	1100	13.86	1.16	AUG 1.20	7.25	-17.1	6.0	16.0	-47.7	8.7	8.0
LARWIN MTG I	N-LWN	2009	18.72	2.60	SEP 2.60	14.88	-23.7	5.7	17.5	-20.5	13.9	29.9
LOMAS & NTLN	N-LOM	3700	33.24	3.92	SEP 3.92	33.50	-16.8	8.5	11.7	0.8	11.8	123.9
M&T MTG INV	O-MTMIS	1482	10.27	1.16	NOV 1.20	7.75	-8.8	6.5	15.0	-24.5	11.7	11.5
MIDLAND MTG	N-MMT	2262	13.06	1.72	SEP 1.72	12.38	-13.1	7.2	13.9	-5.2	13.2	28.0
NATIONAL MTG	N-NMF	2338	10.53	1.48	NOV 1.64	11.38	0.0	6.9	13.0	8.1	15.6	26.6
NO AMER MTG#	N-NAM	4400	14.59	2.56	SEP 2.56	22.25	-14.4	8.7	11.5	52.5	17.5	97.9
PALOMAR MTG	A-PMI	1812	13.31	1.64	AUG 1.64	7.63	-29.0	4.7	21.5	-42.7	12.3	13.8
SUTRO MTG IN	N-SUT	2322	17.20	1.60	SEP 1.84	10.00	-23.8	5.4	16.0	-41.9	10.7	23.2
TEXAS 1ST MT	O-TFMRS	1055	18.20	2.24	SEP 2.20	15.25	-8.3	6.9	14.7	-16.2	12.1	16.1
TMC MTG INV	A-TMG	800	19.11	3.76	SEP 3.76	19.75	-19.0	5.3	19.0	3.3	19.7	15.8
UNIONAM M&EQ	A-UAT	2109	20.06	2.28	NOV 2.16	15.00	-16.7	6.9	15.2	-25.2	10.8	31.6
GROUP AVERAGE		1943	17.87	2.19		14.70	-16.6	6.7	14.9	-17.8	12.4	776.0

#CASH FLOW.

\*GROSS CASH FLOW.

@CASH FLOW INCLUDING DEBT DISCOUNT.

	EXCH/ SYMBOL	SHARE (000)	BOOK VALUE	EST DIV*	EARNINGS MON ANN*	LAST PRICE	% CHNG	P/E RATIO	EST* YIELD	% PR TO BK	RET ON BK	MKT VA (MIL\$)
SHORT-TERM MTG-INDEPENDENT												
CAPITAL MI	N-CMU	1645	23.59	2.76	SEP 2.84	17.75	-17.4	6.3	15.5	-24.8	12.0	29.2
CONTNLT MTG	N-CMI	16956	9.67	1.00	SEP 1.12	7.75	-18.4	6.9	12.9	-19.9	11.6	131.4
FIRST MTG IN	N-FIM	8482	14.90	1.96	OCT 1.84	9.38	-33.0	5.1	20.9	-37.0	12.3	79.6
MTG INV WASH	O-MINVS	2121	17.10	1.75	SEP 1.80	13.50	-11.5	7.5	13.0	-21.1	10.5	28.6
REPUBLIC MI	N-RMI	2107	18.53	1.80	SEP 1.76	11.88	-18.1	6.8	15.2	-35.9	9.5	25.0
WESTERN MI	O-WMTGS	1001	8.95	0.88	AUG 0.84	7.13X	-0.4	8.5	12.3	-20.3	9.4	7.1
GROUP AVERAGE		5385	15.46	1.69		11.23	-17.7	6.6	15.1	-27.3	11.0	301.0
SHORT-TERM MTG-COMCL BANK												
AMER FLETCHER	A-AFM	1352	25.20	2.80	OCT 3.40	22.25X	-15.8	6.5	12.6	-11.7	13.5	30.1
BARNETT MTG	N-BMT	2126	25.32	2.80	SEP 3.00	18.38	-20.9	6.1	15.2	-27.4	11.8	39.1
CAMERON-BROWN	N-CB	2022	24.07	1.72	SEP 1.72	12.00	-29.9	7.0	14.3	-50.1	7.1	24.3
CHASE MAN MT	N-CMR	4868	30.09	4.56	AUG 4.36	41.63	-3.2	9.5	11.0	38.4	14.5	202.7
CITINATL DEV	O-CITI6	600	18.45	1.00	SEP 1.08	9.50	-5.0	8.8	10.5	-48.5	5.9	5.7
CITIZENS MI	N-CZM	1419	14.16	1.72	SEP 1.76	12.50	-23.1	7.1	13.8	-11.7	12.4	17.7
CITIZENS&SO RL	N-CZS	3819	22.16	3.28	SEP 3.28	28.63	-9.1	8.7	11.5	29.2	14.8	109.3
COMNWLTH NTL	O-CMNR6	760	18.49	0.00	NEW 0.00	17.50	0.0	0.0	0.0	-5.4	0.0	13.3
CONT ILL RLY	N-CIR	2797	18.52	1.88	SEP 1.96	12.75	-18.4	6.5	14.7	-31.2	10.6	35.7
FST COMMERCE	O-FCRNS	1008	23.53	2.32	SEP 2.16	15.13	-28.0	7.0	15.3	-35.7	9.2	15.3
FST DENVR MI	A-FDE	1595	18.72	2.72	SEP 2.76	19.38	-8.3	7.0	14.0	3.5	14.7	30.9
FST PENN MT	N-FPM	2960	20.79	1.92	OCT 1.96	13.63	-20.4	7.0	14.1	-34.4	9.4	40.3
FST WISCN MT	N-FWM	1910	29.49	4.20	SEP 4.16	29.63	-12.5	7.1	14.2	0.5	14.1	56.6
INDEPEND MTG	O-IMTGS	2500	22.25	2.52	SEP 2.52	8.13	-37.5	3.2	31.0	-64.6	11.0	20.3
TRI-SOUTH MI	N-TSI	2669	22.10	3.04	SEP 3.12	22.38	-15.5	7.2	13.6	1.3	14.1	59.7
WACHOVIA RLY	N-WRI	3335	18.92	2.40	NOV 2.40	16.13	-17.8	6.7	14.9	-14.7	12.7	53.8
WELLS FAR MI	N-WFM	3907	18.26	2.00	SEP 1.88	15.50	-15.1	8.2	12.9	-15.1	10.3	60.6
GROUP AVERAGE		2332	21.84	2.40		18.53	-15.1	7.6	13.0	-15.1	11.2	815.3
SHORT-TERM-MISC FINCL												
AMER CENTURY	N-ACT	2605	21.47	1.80	SEP 2.00	9.88	-27.5	4.9	18.2	-54.0	9.3	25.7
BENEF STD MI	A-BSM	1331	21.99	3.08	OCT 3.36	18.25	-18.9	5.4	16.9	-17.0	15.3	24.3
BUILDERS INV	N-BSG	2895	11.88	4.24	SEP 4.08	23.00	-15.6	5.6	18.4	5.1	18.6	66.6
CI MTG GROUP	N-CI	4812	18.89	1.80	OCT 1.80	11.38X	-23.8	6.3	15.8	-39.8	9.5	54.8
DOMINION M&R	O-DMRTS	625	9.67	2.13	AUG 2.52	14.25	-8.1	5.7	14.9	47.4	26.1	8.9
FIDELITY MI	N-FDI	3033	19.99	0.00	JUL 3.60	8.00	-47.5	2.2	0.0	-60.0	18.0	24.3
GRT AMER MI	N-GAA	4380	16.88	3.72	OCT 3.68	30.75X	-5.9	8.4	12.1	82.2	21.8	134.7
HANOVER SQ R	O-HASQS	921	19.44	2.28	NOV 2.20	14.75	-15.7	6.7	15.5	-24.1	11.3	13.6
IDS RLTY TR	N-IDR	2408	22.84	2.92	OCT 2.76	25.50X	-10.3	9.2	11.5	11.6	12.1	61.4
MTG TRUST AM	N-MT	3860	18.91	1.24	NOV 1.24	7.88	-25.0	6.4	15.7	-58.3	6.6	30.4
GROUP AVERAGE		2687	19.20	2.32		16.36	-17.4	6.0	14.2	-14.8	14.2	444.6
INTERMEDIATE-TERM MORTGAGES												
ALISON MTG I	N-AMV	2298	20.61	3.08	OCT 3.08	21.13X	-16.6	6.9	14.6	2.5	14.9	48.6
BARNETT-WINST	O-BWITS	1663	18.74	2.00	SEP 2.00	14.75	-7.8	7.4	13.6	-21.3	10.7	24.5
DIVERSIFD MI	N-DMG	7322	20.07	2.72	SEP 2.92	15.00	-29.8	5.1	18.1	-25.3	14.5	109.8
FST VIRGINIA	A-FVM	1208	23.49	1.60	SEP 1.56	11.75	-19.7	7.5	13.6	-50.0	6.6	14.2
RLTY REFUND	A-RRF	1045	18.60	2.32	OCT 2.32	15.00X	-12.9	6.5	15.5	-19.4	12.5	15.7
SECURITY MTG	A-SMO	6787	10.74	1.12	SEP 1.16	6.00	-25.0	5.2	18.7	-44.1	10.8	40.7
GROUP AVERAGE		3387	18.71	2.14		13.94	-18.4	6.4	15.4	-25.5	11.6	253.5
LONG-TERM MTG & EQUITIES												
ATLANTA NATL	O-ATNAS	1260	18.62	1.88	NOV 1.88	11.25	-19.6	6.0	16.7	-39.6	10.1	14.2
BANKAM RLTY	O-BRLTS	3533	19.19	2.00	OCT 1.96	21.88	-5.9	11.2	9.1	14.0	10.2	77.3
BT MTG INVTR	N-BTM	2151	13.65	2.40	SEP 2.32	20.25	-10.5	8.7	11.9	48.4	17.0	43.6
CLEVELAND RL	O-CTRIS	2524	18.77	1.80	SEP 1.56	14.75	-18.1	9.5	12.2	-21.4	8.3	37.2
CON GEN M&R#	N-CGM	5638	23.12	1.86	SEP 1.90	18.50	-0.7	9.7	10.1	-20.0	8.2	104.3
COUSINS M&EQ	N-CUZ	3775	21.14	2.48	NOV 2.48	20.75X	-14.5	8.4	12.0	-1.8	11.7	78.3
EQUIT LF MTG	N-EQ	5591	24.30	2.24	OCT 1.92	21.38	-12.7	11.1	10.5	-12.0	7.9	119.5
FIDELCO GROW	A-FGI	1579	25.71	2.88	NOV 2.92	23.25	-12.7	8.0	12.4	-9.6	11.4	36.7
FST MEMPHIS	O-FMEMS	1155	18.06	1.88	NOV 1.88	16.50	-8.3	8.8	11.4	-8.6	10.4	19.1
GULF MTG&RLY	A-GMR	2210	18.09	1.88	NOV 1.92	12.50	-21.3	6.5	15.0	-30.9	10.6	27.6
HNC MTG&RLY	O-HNCMS	2376	20.24	2.16	OCT 1.96	12.50X	-26.5	6.4	17.3	-38.2	9.7	29.7
HOSPITAL MTG	A-HMG	1178	23.26	2.08	NOV 1.92	11.75	-30.9	6.1	17.7	-49.5	8.3	13.8
HOTEL INVSTR	A-HOT	1525	20.51	2.08	AUG 2.12	11.88	-22.1	5.6	17.5	-42.1	10.3	18.1
INSTITUTNAL	N-INV	6074	13.49	1.44	OCT 1.48	8.63X	-18.3	5.8	16.7	-36.0	11.0	52.4
LARWIN RLTY	A-LRM	3610	18.64	1.32	AUG 1.34	8.75	-18.6	6.5	15.1	-53.1	7.2	31.6
MASSMUT MTG	N-MML	4667	23.81	1.92	OCT 1.88	14.00X	-21.7	7.4	13.7	-41.2	7.9	65.3
MONY MTG INV	N-MYM	8802	9.89	0.80	AUG 0.80	7.25X	-17.2	9.1	11.0	-26.7	8.1	63.8
MTG GROWTH I	A-MTG	2652	12.58	1.20	NOV 1.20	7.00	-41.7	5.8	17.1	-44.4	9.5	18.6
NOWSTRN FINC	O-NFINS	1510	18.70	2.12	SEP 2.04	14.00	-11.8	6.9	15.1	-25.1	10.9	21.1
NOWSTRN MUTL	N-NML	4718	19.41	2.04	SEP 1.96	22.88	-2.1	11.7	8.9	17.9	10.1	107.9
OLD STONE M#	O-OSMRS	768	13.17	1.28	SEP 1.40	12.50	-6.6	8.9	10.2	-5.1	10.6	9.6
PACIFIC STHN	O-PSMTS	814	13.84	1.08	SEP 1.20	8.38	-16.2	7.0	12.9	-39.5	8.7	6.8
PNB MTG &RLY	N-PNI	2436	19.08	2.16	SEP 2.12	17.50	-6.1	8.3	12.3	-8.3	11.1	42.6
RAM PACIFIC	O-RPACS	1715	19.30	1.80	NOV 1.68	11.75	-28.8	7.0	15.3	-39.1	8.7	20.2
STATE MUTUAL	N-SMU	2784	19.41	2.20	SEP 2.16	13.75	-23.6	6.4	16.0	-29.2	11.1	38.3
GROUP AVERAGE		3002	18.64	1.88		14.54	-15.6	7.9	12.9	-22.0	9.9	1097.8



## WARRANTS

NAME	EXCH/ SYMBOL	EXP DATE	OUT (000)	EXER PRICE	NO. SH.	WTS PRICE	STK PRICE	CONV PREM	% CHG	MKT VA (MIL\$)
ALISON MTG	O-ALIS	12/75	24	19.00	1.0	3.25	21.13	5.3	-54.4	0.1
ALISON MTG(B)	O-ALISW	12/76	396	27.50	1.0	0.75	21.13	33.7	-54.0	0.3
AMER CENTURY	A-ACTW	6/75	897	23.00	1.0	0.50	9.88	137.9	-33.3	0.4
AMER FLETCR	A-AFMW	1/75	488	25.00	1.0	1.63	22.25	19.7	-31.5	0.8
AMER REALTY	A-ARBW	9/76	1000	9.63	1.0	0.75	7.88	31.7	-33.6	0.8
ATICO MTG IN	A-ACOW	12/79	563	15.00	1.0	2.25	12.63	36.6	-30.8	1.3
ATICO MTG(B)	O-ATIC5	4/81	358	21.00	1.0	0.63	12.63	71.3	-44.2	0.2
ATLANTA NATL	O-ATNAW	8/76	1260	20.00	1.0	0.25	11.25	80.0	-50.0	0.3
BARNES MTG	O-BARNW	12/77	1910	20.00	1.0	1.00	11.00	90.9	-38.7	1.9
BARNETT MTG	O-BMTRW	4/80	621	20.00	1.0	2.75	18.38	23.8	-37.2	1.7
BARNTT-WINST	O-BWITW	7/77	1657	20.00	1.0	1.50	14.75	45.8	-14.3	2.5
BENEF STD (B)	O-BSMB5	3/77	285	27.75	1.0	0.63	18.25	55.5	-28.4	0.2
BENEF STD MT	A-BSMW	7/75	604	20.00	1.0	2.38	18.25	22.6	-40.5	1.4
BERG ENT RG	A-BRTW	11/77	1400	10.00	1.0	0.50	5.25	100.0	-20.6	0.7
BT MTG INV	O-BTMGW	1/77	440	24.00	1.0	2.50	20.25	30.9	-20.1	1.1
BUILDER IN	O-BULDW	12/86	1985	25.00	1.0	3.88	23.00	25.6	-35.3	7.7
CAMERON-BRWN	O-CMRNW	11/76	1477	25.00	1.0	0.88	12.00	115.7	-53.2	1.3
CAPITAL MTG	O-CMORW	11/74	511	20.00	1.0	1.75	17.75	22.5	-53.3	0.9
CENTRAL MTG	O-CMRTW	3/77	775	20.00	1.0	1.13	16.75	26.1	-24.7	0.9
CI MTG GROUP	A-CI.W	3/80	2854	20.00	1.0	1.13	11.38	85.7	-35.4	3.2
CI REALTY IN	O-CIRLW	3/77	2609	25.00	1.0	0.13	8.25	204.6	-65.8	0.3
CITINATL DEV	O-CITI5	4/75	600	20.00	1.0	0.13	9.50	111.9	-48.0	0.1
CITIZENS GRO	O-CITGW	1/77	785	20.00	1.0	0.25	12.00	68.8	-34.2	0.2
CITIZENSMTG	A-CSMW	12/74	696	15.00	1.0	1.13	12.50	29.0	-35.4	0.8
CITZNS & SO	O-CSRIW	10/75	568	20.00	0.5	4.50	28.63	1.3	-21.7	2.6
CLEVETSTR RL	O-CTRIW	1/76	2508	20.00	1.0	0.50	14.75	39.0	-60.0	1.3
COLWELL M(R)	O-CLWLW	9/76	296	31.38	1.0	0.75	21.75	47.7	-70.0	0.2
COLWELL MTG	A-CLMW	12/74	250	20.00	1.0	4.00	21.75	10.3	-48.4	1.0
CONT ILL RLY	O-CONI5	4/74	179	20.00	1.0	0.13	12.75	57.9	-87.0	0.0
COUSINS MTG	A-CUZW	2/77	740	24.63	1.0	2.75	20.75	32.0	-18.6	2.0
DENVER REIA	O-DENV5	5/76	177	11.00	1.0	0.25	6.75	66.7	-34.2	0.0
DOMINION (B)	O-DMRTZ	10/87	550	17.75	1.0	1.13	14.25	32.5	-49.8	0.6
DOMINION M&R	O-DMRTW	6/76	411	12.00	1.0	3.50	14.25	8.8	-24.4	1.4
FIDELCO GROW	A-FGIW	9/75	136	25.00	1.0	4.50	23.25	26.9	-28.0	0.6
FIDELITY MTG	O-FIDE5	3/79	173	22.25	1.0	0.13	8.00	179.7	-93.5	0.0
FIR MEMPHIS	O-FMEMW	2/75	1124	20.00	1.0	0.75	16.50	25.8	-25.0	0.8
FIRST DENVER	A-FDEW	10/75	1440	20.00	1.0	2.00	19.38	13.5	-11.1	2.9
FIRST PEN(B)	O-FPMTZ	9/75	540	28.25	0.5	0.25	13.63	110.9	-50.0	0.1
FIRST PENN	O-FPMTW	7/74	1563	20.00	0.5	0.38	13.63	52.3	-62.0	0.6
FIRST UNION	O-FUREW	12/76	600	12.75	1.0	0.50	10.00	32.5	-33.3	0.3
FIRST VA MTG	A-FVMW	5/77	1208	25.00	1.0	0.50	11.75	117.0	-20.6	0.6
FLATLEY RLT	O-FLTLW	5/75	1000	10.00	1.0	0.50	7.00	50.0	-33.3	0.5
GALBREATH FM	O-GALBW	1/76	653	32.00	1.0	0.25	8.00	303.1	0.0	0.2
GUARDIAN MI*	A-GMIW	5/76	364	36.00	1.0	3.00	28.25	38.1	-46.7	1.1
GULF MTG&RL*	A-GMRW	3/76	2210	20.00	1.0	0.63	12.50	65.0	-37.0	1.4
GULF SO MTG	A-GSRW	2/77	759	20.00	1.0	0.75	12.63	64.3	-40.0	0.6
HAMILTON INV	O-HAMTW	7/76	1444	20.00	1.0	1.00	14.75	42.4	-27.5	1.4
HAMILTON INV	O-HAMTZ	5/83	650	20.00	1.0	1.25	14.75	44.1	-37.5	0.8
HOSPITAL MTG	A-HMSW	2/77	1178	25.00	1.0	0.69	11.75	118.6	-38.9	0.8
IDS RLTY TR	O-IDSRW	2/77	2408	25.00	0.5	2.00	25.50	13.7	-27.3	4.8
INCOME MTG	O-INMRW	6/77	481	10.00	1.0	0.13	6.50	55.8	-65.8	0.1
INDEPEND MTG	O-IMTGW	6/75	2500	25.00	1.0	0.38	8.13	212.2	-39.7	0.9
INDIANA M&R	O-INDMW	6/77	1141	20.00	0.5	0.50	13.50	55.6	-43.2	0.6
JMB REALTY	O-JMBRW	8/77	510	20.00	1.0	0.38	14.00	45.6	-62.0	0.2
JUSTICE MI	O-JUSTW	1/76	1021	20.00	1.0	2.88	21.00	9.0	-34.2	2.9
JUSTICE MTG	O-JUSTZ	1/79	300	25.75	1.0	1.75	21.00	31.0	-22.2	0.5
KMC MTG IN	O-KMTGW	12/76	1100	15.00	1.0	0.25	7.25	110.3	-34.2	0.3
LARWIN MTG	O-LWN5	4/77	700	32.00	1.0	0.25	14.88	116.7	-60.3	0.2
LARWIN RLTY	A-LRW5	12/76	3610	20.00	1.0	0.38	8.75	132.9	-32.1	1.4
M&T MTG INV	O-MTMIZ	8/75	747	13.00	1.0	0.25	7.75	71.0	0.0	0.2
MIDLAND MTG	O-MIDMW	9/76	267	12.50	1.0	1.63	12.38	14.1	-31.2	0.4
MTG INV WASH	O-MINW	3/75	936	15.00	1.0	1.00	13.50	18.5	-27.5	0.9
MTG TRUST AM	O-MORTW	11/74	2482	19.00	1.0	0.31	7.88	145.1	-29.5	0.8
NATIONAL MTG	O-NMTGW	3/79	251	10.00	1.0	1.00	11.38	-3.3	-20.0	0.3
NO AMER MTG	O-NOAMS	12/74	80	24.00	1.0	0.50	22.25	10.1	-77.8	0.0
NORTH AM MTG	A-NAMR5	3/79	710	31.13	1.0	2.63	22.25	51.7	-12.3	1.9
NOWSTRN FINC	O-NFINW	11/77	1510	20.00	1.0	0.88	14.00	49.1	-36.2	1.3
OLD STONE MT	O-OSMRW	3/77	600	16.00	1.0	0.25	12.50	30.0	-50.0	0.1
PALOMAR MTG	A-PMTW	3/77	604	16.50	1.0	0.69	7.63	125.3	-31.0	0.4
PEASE ELLIMN	A-PNEW	11/77	1113	18.50	1.0	0.88	12.00	61.5	-12.0	1.0
PNB MTG&RLTY	A-PNIW	12/74	1220	20.00	1.0	1.13	17.50	20.7	-24.7	1.4
REPUBLIC MI	A-RMTW	6/79	1064	20.00	1.0	0.63	11.88	73.7	-44.2	0.7
RLTY REFUND	O-RREFW	6/74	1026	20.00	1.0	0.31	15.00	35.4	-38.0	0.3
SECURITY MT*	A-SMOW	5/79	3117	16.00	1.0	0.56	6.00	176.0	-11.1	1.7
SUTRO MIT(B)	A-SUTW	6/77	700	20.00	1.0	0.69	10.00	106.9	-31.0	0.5
SUTRO MTG IN	O-SUTR5	4/74	299	20.00	1.0	0.63	10.00	106.3	26.0	0.2
TEXAS 1ST MT	O-TFMRW	6/76	1055	20.00	1.0	0.75	15.25	36.1	-33.6	0.8
TRI-SOUTH MI	O-TSMGW	12/74	440	20.00	0.5	2.63	22.38	12.9	-24.9	1.2
UNIONAM M&EQ	A-UATW	12/74	606	20.00	1.0	3.38	15.00	55.9	58.7	2.0
US LSG REI	A-USEW	12/74	1348	25.00	1.0	0.75	13.25	94.3	-40.0	1.0
WALTER JIM	O-WALJW	7/77	1035	18.50	1.0	1.00	11.00	77.3	-20.0	1.0
WELLS FARGO	O-WELLW	7/74	3462	20.00	0.5	0.38	15.50	33.9	-49.3	1.3

\*DEBENTURES USABLE IN LIEU OF CASH.

# CONVERTIBLE DEBENTURES

DEBENTURE	EX	MAT	INT (%)	CONV AT	RECENT PRICE	YIELD (%)	% CHNG
ALISON MTG	AS	'91	6.75	27.50	80.00	8.4	-14.0
AMER CENTURY	AS	'90	7.00	21.00	68.00	10.3	-9.6
AMER CENTY'B	NY	'91	6.75	28.00	65.00	10.4	-4.4
AMER REALTY	OC	'84	7.00	10.75	74.00	9.5	-20.4
BAIRD&WARNER	OC	'91	6.75	21.00	69.00	9.8	-9.2
BANKAMERICA	OC	'90	6.75	21.00	100.00	6.7	-7.8
BENEF STD MI	AS	'91	6.50	27.75	63.50	10.2	-19.6
CAPITAL MTG	OC	'91	6.50	32.54	62.00	10.5	-11.4
CHASE MANHTN	NY	'96	6.50	55.00	78.00	8.3	-17.0
COLWELL MTG	OC	'91	6.50	29.38	72.00	9.0	-20.9
CONN GENERAL	NY	'96	6.00	32.50	67.00	9.0	-9.8
CONTNTL MTG	NY	'90	6.25	22.25	63.00	9.9	-9.4
EQUITBL LF M	NY	'90	6.75	26.25	83.00	8.1	-12.8
FIDELITY MI	AS	'85	7.75	21.25	75.00	10.3	-13.8
FIRST PENN M	OC	'91	6.75	26.00	65.00	10.4	-9.7
FIRST UNION	NY	'91	7.00	13.00	77.00	9.1	-10.2
FRANKLIN RLY	AS	'89	7.00	10.00	69.00	10.1	-6.1
GALBREATH	OC	'91	7.00	28.50	57.00	12.3	-10.9
GRT AMER MI	OC	'91	7.00	35.50	86.00	8.1	-9.5
HANOVER SQ R	OC	'92	7.25	21.00	70.00	10.4	-11.4
HEITMAN MTG	AS	'92	7.50	14.70	77.00	9.7	-9.4
HNC MTG	OC	'91	6.75	21.00	70.00	9.6	-13.6
HOTEL INVSTR	OC	'90	7.75	21.00	70.00	11.1	-12.5
HOTEL INVTRS	OC	'91	7.50	25.25	65.00	11.5	-7.1
LINCOLN MTG	OC	'90	8.00	11.00	58.00	13.8	-13.4
MASSMUTL MTG	NY	'90	6.75	21.00	91.00	7.4	0.0
MASSMUTUAL M	NY	'91	6.25	33.50	63.63	9.8	-9.4
MIDLAND MTG	OC	'86	7.00	16.67	78.00	9.0	-2.5
MONY MTGIN	NY	'90	7.00	11.00	77.75	9.0	-15.9
MTG INV WASH	OC	'90	8.00	15.00	92.00	8.7	-8.9
NATIONAL MTG	OC	'91	7.00	12.00	94.00	7.4	0.0
NJB PRIME	AS	'91	6.75	21.00	68.00	9.9	-25.3
NOWSTRN MUTL	NY	'91	6.00	21.00	104.00	5.8	-4.6
OLD STONE MT	OC	'87	6.88	15.00	83.00	8.3	-5.7
RAM PACIFIC	OC	'91	6.75	21.00	56.00	12.1	-28.7
REALTY INCOM	AS	'91	8.00	16.50	81.00	9.9	-4.7
REPUBLIC MI	NY	'90	7.25	19.00	89.50	8.1	-1.6
SAUL (BF) RL	OC	'91	6.50	23.00	51.00	12.7	-21.5
SAUL (BF) REI	OC	'90	8.00	15.50	74.00	10.8	-9.8
STATE MUTUAL	AS	'91	6.75	21.00	61.00	11.1	-34.1
SUTRO MIT	NY	'82	6.75	20.00	66.25	10.2	-14.0
SUTRO MTG	AS	'91	6.75	20.00	70.00	9.6	-10.3
TRI-SOUTH MI	NY	'92	7.00	29.50	80.00	8.7	-11.1
US BANCORP	AS	'92	7.00	26.25	90.00	7.8	-4.3
US REALTY IN	NY	'89	5.75	20.20	60.00	9.6	-1.6

## HOW TO USE COMPARATIVE TRUST STATISTICS

The data inside are intended to facilitate comparison of relative efficiency of trust management with funds available during the latest period. Every effort has been made to present data for that purpose. Readers should note that the data are historical and not projections of future trends. This holds especially for dividends, which vary with each quarter's earnings for most mortgage trusts and thus are not to be considered in any way as guaranteed yields.

The heart of the comparisons is annualization of current earnings and dividend rates. For mortgage trusts, this is done by multiplying the latest quarter by four without seasonal adjustment. These earnings are adjusted for conversion of debt (i.e., fully diluted) but not for exercise of warrants, as described below. For equity trusts, net cash flow (defined as earnings plus depreciation and non-cash charges minus mortgage amortization) has been used and any known seasonal factors applied. The symbol "#" denotes use of cash flow in the earnings columns. Group averages may be reduced to the extent new trusts are included in any given group.

The number of shares outstanding is the number issued as of the latest balance sheet and is not adjusted for conversion or exercise of warrants. Book value per share however is adjusted for conversion of all convertible debentures. It does not reflect changes for any exercise of warrants nor does it reflect any adjustment for any changes in asset values through appreciation or losses.

Four standard comparisons are presented: price changes since the last issue; price/earnings ratios and estimated dividends based upon current market prices; and percentage of market price to book value. All values are positive unless indicated.

The fifth comparison, return on book value, measures management's performance with available funds. Because of the increasing complexity of trust capital structures, the computations are made in the following manner for trusts with these capital structures.

Convertible debentures only: Fully diluted earnings are compared with fully converted book value per share, since funds from convertibles are at work.

Warrants only: Primary earnings per share are compared with book value without assuming warrant exercise, since again this measures funds actually in use. Trusts in this category currently reporting significant differences and their primary and diluted earnings annual rates are listed at left.

Both warrants and convertibles: Fully converted book value is used. Primary earnings are being used because these are closest to converted earnings. Data for these trusts are slightly overstated. Where primary numbers are well above the dividend, the dividend is used and so noted. Trusts in this category are listed at left.

## GENERAL FOOTNOTES

\*COLUMNS ANNUALIZED-QUARTER MULTIPLIED BY FOUR. #CASH FLOW. X-EX DIVIDEND. @CASH FLOW INCLUDING DEBT DISCOUNT AMORTIZATION. SYMBOLS SHOWN ARE TICKER SYMBOLS FOR LISTED ISSUES AND NASDAQ SYMBOLS WHERE AVAILABLE. ALL OTHERS ARE FOR COMPUTER IDENTIFICATION.

## LISTING OF PRIMARY AND DILUTED EARNINGS

Warrants only: Amer. Fletcher, \$3.40 primary & \$3.20 diluted; Barnett, \$3.00 & \$2.36; Barnett-Winston, \$2.00 & \$1.84; BT, \$2.32 & \$2.28; Builders Inv., \$4.08 & \$2.80; Cameron-Brown, \$1.72 & \$1.72; CI Mtg., \$1.80 & \$1.80; Citizens Mtg., \$1.76 & \$1.56; CleveTrust, \$1.76 & \$1.52 (Mar); Cousins Mtg., \$2.48 & \$2.48; Dominion, \$2.52 & \$1.96; Fidelco, \$3.20 & \$3.16 (Aug); 1st. Memphis, \$2.00 & \$1.92 (Aug); First Denver, \$2.32 & \$1.92; Hospital Mtg., \$2.16 & \$2.16 (Aug); IDS Rlty, \$2.76 & \$2.72; Mtg. Trust Amer. \$1.20 & \$1.20 (Aug); M&T, \$1.20 & \$1.20; PNB, \$2.12 & \$2.08; Realty ReFund, \$2.32 & \$2.16; Security Mtg., \$1.08 & \$1.08; Texas 1st. \$2.16 & \$2.16; Unionamerica, \$2.32 & \$1.80 (Aug); Indepen., \$2.52 & \$2.52; Wells Fargo, \$1.88 & \$1.76.

Warrants and Convertibles: Alison, \$3.08 & \$2.64; Amer. Century \$1.20 & \$1.20 (Jun); Atico \$2.08 & \$2.04; Ben Std., \$3.36 & \$2.84; Capital, \$2.84 & \$2.52; Citizens & So., \$3.28 & \$3.04; Colwell, \$3.48 & \$3.20; Fidelity, \$3.60 & \$3.48; First Pa., \$1.96 & \$1.96; Galbreath, \$0.80 & \$0.80; Great American, \$3.68 & \$3.56; Guardian, \$4.56 & \$4.44; Midland \$1.72 & \$1.60; Mtg. Inv. Wash., \$1.80 & \$1.72; Nat'l. Mtg., \$1.64 & \$1.52; Republic, \$1.76 & \$1.76; Sutro, \$1.84 & \$1.76; Tri-So., \$3.12 & \$2.84.